

## EXP



## DIGEST

...ENHANCING EXPORT TRADE EDUCATION

VOLUME 2 ISSUE 5

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## EXPORT NEWS



## Cashew Farmers target \$650m Export Income

CASHEW farmers in Nigeria are working on a four-year plan to earn \$650 million annual income from cashew exports.

Nigeria exports more than 80 percent of its cashew output, mostly as raw kernels, with about 60 percent of last year's shipments going to Vietnam, according to the cashew association.

Speaking in an interview, Tola Fasheru, President of the Nigerian Cashew Association, said that with about 160,000 hectares (395,000 acres) of land producing about 150,000 tonnes a year, farmers are seeking to bring an additional 340,000 hectares into cultivation to achieve industry targets.

This, according to him, should raise annual export income from the product to at least \$650 million from the \$253 million earned in 2015. Cashew is among 13 products identified by the Buhari administration under its national strategic plan to expand agricultural export income and end economic woes that made 2016 the first year of growth contraction since 1991 following the collapse of the price of oil, the country's main export.

(Excerpt from [www.vanguardngr.com](http://www.vanguardngr.com))

## NEPC, CBI Empower Exporters



The Centre for Promotion of Imports from developing countries (CBI) is collaborating with Nigerian Export Promotion Council (NEPC) in building capacity for exporters to further boost the contribution of non-oil exports to the Nigerian economy.

This was made known at the opening of a 2-Day National Strategic Conference on SME Export Development in Abuja, yesterday.

According to the executive director/CEO of NEPC, Olusegun Awolowo, the collaboration aims at providing technical support to develop Nigeria's capacity to export products to the European Union market.

Awolowo said the programme will cover capacity building for NEPC, Exporters (especially the Small & Medium Enterprises), and trade support institutions and will take care of market research, market information, market access requirements, market segments, buyers need, trade channels and price development.

"Nigeria and the Netherlands have been trading partners for decades even as the European Union has consistently been Nigeria's largest trading partner. (Excerpt from [www.leadership.ng](http://www.leadership.ng))



## 3T To Hold 2nd Edition of Free Export Seminar For Small Scale Manufacturers

3T Impex Trade Academy presents second edition of her Free Export Seminar for Small Scale Manufacturers of Food Non-Food Items at their trade centre, 11D, Bola Shadipe street, off Adelabu street in Surulere, Lagos.

According to the CEO/Lead Consultant at 3T Impex trade academy, Bamidele Ayemibo, the seminar exposes participants on various ways of "packaging, promotion and preparation of food and non-food products for export markets".

One of the benefits and features of this seminar is an access to global market, cheap funding from investors, increased profitability and customer base as well as Export market opportunities and potentials in overseas market.

Interested participants must be interested in exportation or ready to produce for exporters; have at least a product(s), and come along with samples of the products as well as have local customers and cottage facility.

The free seminar is holding on Friday, 3rd of February, 2017 by 9:30am prompt. Kindly call 08091244449 or send an email to [tradeacademy@3timpex.com](mailto:tradeacademy@3timpex.com) to get the details.

(Excerpts from [www.tradeinfong.com](http://www.tradeinfong.com))



## 3T Partners with A UAE Company To Secure Charcoal Contract for Exporters

In our aggressive drive to grow the non-oil export volume from Nigeria, 3T Impex Consulting Limited has recorded another milestone via the recently signed MOU with a UAE based company Epoch General Trading FZE to buy Hardwood Charcoal from Nigeria.

This has created a huge market opportunities for the Exports of Charcoal across Nigeria.

The minimum contract volume is 10 containers (190MT) and it is valid for 6months.

For more details on the unit price, quality specifications and other detail. The broker charges the sum of N20, 000 per container. Kindly send an email to [tradeacademy@3timpex.com](mailto:tradeacademy@3timpex.com) to get the details.

(Excerpts from [www.tradeinfong.com](http://www.tradeinfong.com))

## OTHER HEADLINES

Export Offers Opportunity for Nigeria to Navigate out of Recession, says MANEG - [www.businessdayonline.com](http://www.businessdayonline.com)

Export Pressures On Grain Harvests Prod CPI Higher - [www.proshareng.com](http://www.proshareng.com)

Cocoa Exporters Lament Non-Implementation Of N550bn Export Fund - [www.punchng.com](http://www.punchng.com)

EXPORT BOOK

NOW ON SALE

A-Z OF EXPORT BUSINESS FINANCING

A Systematically Simplified Book for Bankers, Exporters &amp; Investors in Export Business

N10,000



Grab your copy NOW

Tel: 08091244449, 09037387924, 08099993142

Email: [tradeacademy@3timpex.com](mailto:tradeacademy@3timpex.com) || Website: [www.3timpex.com](http://www.3timpex.com) || Blog: [www.tradeinfong.com](http://www.tradeinfong.com) || Tel: +234 809 124 4449

# EXPORT PROGRAMMES

## 3T IMPEX TRADE ACADEMY

.....Promoting International Trade Education.



### PACKAGING, PROMOTION & PREPARATION OF FOOD & NON-FOOD PRODUCTS FOR EXPORT MARKETS



#### Eligibility

- Interested participants must:
- Have at least a product(s)
  - Come with samples products
  - Have local customers
  - Have a cottage facility
  - Not necessarily have NAFDAC yet
  - Be interested in exportation or
  - Ready to produce for exporters



#### BENEFITS

- Cheap funding from Investors
- Increased customer base
- Access to global market
- Increased Profitability
- Increased opportunities for expansion

#### SEMINAR VENUE:

3T Implex Trade Centre  
No 11D Bola Shadipe Street,  
Off Adelabu Street, Surulere, Lagos  
for more details, kindly call 08091244449 or  
send an email to [tradeacademy@3timpex.com](mailto:tradeacademy@3timpex.com)

DATE:  
Friday, 03/02/17  
TIME:  
9.30am Prompt

### STARTING AND MANAGING EXPORT BUSINESS IN NIGERIA IN CONJUNCTION WITH NIGERIA EXPORT PROMOTION COUNCIL

DATE: Friday, 7th and 8th February, 2017

TIME: 9:00am

FEE: N55,000

VENUE: Nigeria Export Promotion Council

ADDRESS: No 13, Ladipo Oluwole Street,  
Off Marine Road, Apapa, Lagos.

## 3T IMPEX TRADE ACADEMY

...Promoting International Trade Education.



Mr. Bamidele Ayemibo  
CEO, 3T IMPEX CONSULTING

EVERY THURSDAY BY  
**5:00PM**  
ON INSPIRATION 92.3FM



**IMPORT-EXPORT  
HELPLINE**

with BAMIDELE AYEMIBO



ENHANCING EXPORT TRADE EDUCATION

# EXPORT EDUCATION

## Handling the Critical 5Ps of Export Business Success-Part-3(The Purchaser)

By Bamidele Ayemibo

One of the major challenges of exporters in most parts of the world is getting buyers for their products. The fact that export business involves trade across borders makes it very difficult to get across to the various intending buyers around the world due to the distance, language barrier, cultural differences and many more factors.

Getting purchasers and signing an export contract (agreement, purchase order, sales & purchase contract) mark the commencement of an international trade transaction. Invariably, an export contract can be defined as a document that needs to be signed by both importer and exporter before a legally binding international trade can take place between them. The questions that anyone looking to get purchasers and sign an export contract with them needs to answer in the business should include the following: What the content of a typical contract are? Where can one get the links to buyers? When should an exporter go ahead to sign the export contract? Who are the people that can link exporters to buyers? Why does the exporter need to sign an export contract? Which contract terms are most preferred? How can one secure an export contract from buyers abroad?

The first question states that, what are the content of a typical contract are? The content of an export contract should include but not limited to the following: Buyer & Seller's Name, Buyer & Seller's Contact details, Buyer & Seller's Account Details, Description of goods, Quality Specification, Quantity, Packaging, Latest date of shipment, Pricing, Incoterms 2010, Origin, Port of loading and port of discharge, Payment terms and Payment methods, Shipping Documents.

Dispute resolution, Inspection, Insurance, Force Majeure, Termination, Special Conditions, Governing law, Juridictions and Signature of Buyer & Seller.

For questions on this thought, you can reach me via e-mail to [bayemibo@3timpex.com](mailto:bayemibo@3timpex.com)

#### BENEFITS

- \* FREE Book (Export Business Made Easy) for all Participants
- \* FREE Export Advisory Services
- \* Guaranteed Export Contract, at 25% Discount
- \* 40% Discount on our Export Mentoring Programme
- \* Access of Export Financing from Commercial Bank
- \* Export finance Presentation from a Commercial Bank
- \* Training Manual
- \* Certificate of participation
- \* Tea Break & Lunch



VENUE:  
**3T IMPEX TRADE CENTER**

ADDRESS:  
11D, Bola Shadipe Street,  
Off Adelabu Street,  
Surulere, Lagos. NG.

**A  
2-DAY  
EXPORT  
BUSINESS  
BOOT CAMP**



Every 2nd & 3rd Saturdays  
of every Month

**N103,500**  
PROMO PRICE



# EXPORT TRAINING PRODUCTS



... Promoting Export, Creating Exporters And Growing Exporters

**Title:** Export Business Made Easy

**Author:** Bamidele Ayemibo

**Page No:** 158

**Price:** N5,000:00



... Promoting Export, Creating Exporters And Growing Exporters

**Title:** A – Z of Export Business Financing

**Author:** Bamidele Ayemibo

**Page No:** 121

**Price:** N10,000:00



... Promoting Export, Creating Exporters And Growing Exporters

**Title:** Career Transition

**Author:** Bamidele Ayemibo

**Duration:** 67Mins

**Price:** N5,000:00

# EXPORT MISCELLANEOUS

## TRADE LEADS

### EXPORT ORDERS

S/N	PRODUCT	SPECIFICATIONS	MINIMUM SHIPMENT
1.	Charcoal request from Dubai	Charcoal from Hardwood like Ayin, Size- 40-200mm, no sparkling wood and moisture -8% max	60 MT Per Month
2.	Sesame Seed request from Turkey	Seller to provide lab analysis and pictures	60 MT Per Month
3.	Cocoa request from Thailand	Seller to provide lab analysis and pictures	100 MT Per Month
4.	Cocoa Beans request from India	Seller to provide samples and pictures	100 MT Per Month
5.	Ginger request from Bangladesh	Seller to provide samples and pictures	40 MT Per Month
6.	Lead Ore request from China	Purity 30% Minimum	100 MT Per Month
7.	Pineapples request from Turkey	Seller to provide samples and pictures	60 MT Per Month

### LOCAL ORDERS

S/N	PRODUCT	SPECIFICATIONS / PAYMENT	MONTHLY VOLUME
1	Lead Ore	Purity-50%   Bank Guarantee	120 MT Per Month
2	Zinc Ore	Purity-35%   Bank Guarantee	120 MT Per Month
3	Lead Oxide	Purity-30%   Bank Guarantee	120 MT Per Month

### COMMODITY PRICES (BLOOMBERG)

S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1	Cocoa Beans	USD 2,716.00	Metric Tonnes (Mt)
2	Coffee	USD 147.00	Pounds (lb)
3	Cotton	USD 72.29	Pounds (lb)
4	Aluminium	USD 1,798.00	Bushe (Bu)
5	Copper	USD 5,754.00	Metric Tonnes (Mt)
6	Zinc	USD 2,716.00	Metric Tonnes (Mt)
7	Tin	USD 21,100.00	Metric Tonnes (Mt)

## EXPORT TERMS USED IN INTERNATIONAL TRADE

.....CONTD FROM LAST ISSUE

CORRESPONDENT BANK	A bank which is a depository for another bank, accepting deposits and collecting items for its bank depositor.
DOCUMENTS AGAINST PAYMENT (D/P)	A type of payment for goods in which the documents transferring title to the goods are not given to the buyer until he has paid the value of a draft issued against him.
DOCUMENTS AGAINST ACCEPTANCE (D/A)	A type of payment for goods in which the documents transferring title to the goods are not given to the buyer until he has accepted the draft issued against him.
FREIGHT FORWARDER:	An agent who assists his exporter Client in moving Cargo to a foreign destination.

TO BE CONTD IN NEXT ISSUE....

# EXPORT PRO

**Export Pro** is a well researched self study export training material. This was put together by a seasoned trade professional, trainer and practitioner with about a decade experience in this sector of the economy.

**Export Pro** covers different aspects of Non-oil Export Business in Nigeria and it is designed to equip those that are NEW in this sector to become PROFESSIONALS in export trade.



**Export Pro** training pack contains:

1. Export Digest Series (6 DVDs)
2. Export Business Master Series (5 DVDs)
3. Mastering Letter of Credit (1 DVD)
4. Export Business Made Easy (a practical export book with an audio CD) Bonus (for employees)
5. Career Transition - From Paid Employment To Self Employment (1 DVD)

**N50,000**

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